

Message Text

LIMITED OFFICIAL USE

PAGE 01 MOSCOW 07944 091736Z

67

ACTION EUR-12

INFO OCT-01 ISO-00 CIAE-00 EB-07 INR-07 LAB-04 NSAE-00

PA-01 SIL-01 USIA-06 PRS-01 /040 W

----- 103815

R 091504Z JUN 75

FM AMEMBASSY MOSCOW

TO SECSTATE WASHDC 997

INFO USDOC WASHDC

LIMITED OFFICIAL USE MOSCOW 7944

USDOC FOR BEWT/TDAD

E.O. 11652: N/A

TAGS: ETRD, BEXP, UR

CPSU CENTRAL COMMITTEE SECRETARIAT "BUYS AMERICAN"

1. PITNEY-BOWES VICE PRESIDENT WALTER HEDLEY ADVISED COMMATT JUNE 9 THAT PITNEY-BOWES HAD SOLD APPROXIMATELY DOLLARS 50,000 WORTH OF EQUIPMENT FROM ITS STAND AT "TELECOMMUNICATIONS-75" EXHIBITION. MORE IMPORTANT THAN VALUE OF SALE WAS IDENTITY OF END-USER. HEDLEY WAS INFORMED BY TEKHNOPROMIMPORT THAT BULK OF EQUIPMENT WAS BEING PURCHASED FOR CPSU CENTRAL COMMITTEE SECRETARIAT TO BE USED IN AUTOMATED MAIL HANDLING FACILITY WHICH IS BEING INSTALLED IN THE PARTY HEADQUARTERS BUILDING ON STARAYA PLOSHCHAD'.

2. COMMENT: HEDLEY SAID PITNEY-BOWES WAS SUFFICIENTLY ENCOURAGED BY RESULTS OF "TELECOMMUNICATIONS" EXHIBITION TO RETURN TO MOSCOW FOR INTERORGTEKHNIKA SHOW THIS FALL. UNFORTUNATELY, PITNEY-BOWES WILL PARTICIPATE THROUGH GLAHE INTERNATIONAL AND WILL NOT JOIN USDOC COLLECTIVE U.S. STAND. DECISION TO COME BACK TO MOSCOW FOR INTERORGTEKHNIKA WAS NOT TAKEN LIGHTLY BY PITNEY-BOWES. AS COMPANY CHAIRMAN FRED ALLEN ADVISED AMBASSADOR DURING RECENT MEETING, PITNEY-BOWES HAS SPENT ROUGHLY DOLLARS 500,000 DEVELOPING SOVIET MARKET OVER LAST THREE YEARS AND SALES TO DATE HAVE HARDLY BEEN COMMENSURATE WITH THIS EXPENDITURE. HOWEVER,
LIMITED OFFICIAL USE

LIMITED OFFICIAL USE

PAGE 02 MOSCOW 07944 091736Z

HAVING LANDED "PRESTIGE ACCOUNT" IN FORM OF CPSU CENTRAL

COMMITTEE, PITNEY-BOWES IS PREPARED TO GIVE SOVIET MARKET AT
LEAST ONE MORE TRY.
STOESSEL

LIMITED OFFICIAL USE

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: TRADE PROMOTION, SALES, EQUIPMENT, TRADE FAIRS, COMMUNISTS, BUSINESS FIRMS
Control Number: n/a
Copy: SINGLE
Draft Date: 09 JUN 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: GolinoFR
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975MOSCOW07944
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D750200-1008
From: MOSCOW
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19750668/aaaackkc.tel
Line Count: 64
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION EUR
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: GolinoFR
Review Comment: n/a
Review Content Flags:
Review Date: 11 JUN 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <11 JUN 2003 by CunninFX>; APPROVED <12 JUN 2003 by GolinoFR>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
06 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: n/a
TAGS: ETRD, BEXP, UR, CPSU, PITNEY-BOWES
To: STATE
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 06 JUL 2006